THE International Collector

and Victor Stamp News

October 1912

Volume 2

Number 9

Editor and Publisher

Gordon H. Crouch

911 Dovercourt Rd.

TORONTO - - CANADA

YOU, ME
AND
THE OTHER FELLOW

or the Relation between the Advertiser, the Reader and the Publisher.

Stop and realize our relative positions, the reader is the one that makes any magazine successful, the advertiser does his share, also the publisher has to hold up his end, and to make a magazine, one and all of these three classes must be satisfied in his own way.

The advertiser must have his results from the reader as well as from the publisher, and his principal result is the sale of his goods through his advertising to the readers of the magazine.

There is only one way for the advertiser to know the the result of his advertising. It's up to you. Just mention, "I saw your Ad. in the International Collector." That will do the trick. Every little helps. so do your share , won't you? I am doing all I can to give you a good interesting and entertaining magazine; and those few words added to your letter will please the advertiser and help me to give you a better magazine.

Put your shoulder to the wheel, get in line, and boost; that's what, "boost;" then "boost" some more, and it will become a habit.

"The International Collector"

COMBINED WITH

"The Victor Stamp News"

AND

"The Dominion Philatelist"

EDITOR AND PUBLISHER

G. H. CROUCH 911 Dovercourt Road

TORONTO CANADA

Subscription:—50c per year. Unused Stamps of any Country accepted.

Advertising Rates:—

One inch - - -	$ .50
One half page - -	1.25
One page - - - -	2.00

Special Rates for Contracts of Three Months or over.

Exchange Ads:—Two words for two cents.

I wish to exchange two copies with all other Philatelic papers and other similar publications.

VOLUME 2 OCT. 1912 NUMBER 8

YE EDITORIAL POINT OF VIEW

At last I have been able to get this magazine printed a little bit—just a little bit—as I want it. It is still far from satisfactory to me but yet a good beginning is evidenced. Having the Title Page and Headings printed in colors, will, I hope, prove a pleasing feature.

I might say that I would like to receive any clippings or original articles from subscribers, pertaining to stamp matters. Your help is needed to make this magazine our magazine. I am now taking steps to put it on a solid footing and require the active assistance of my subscribers in the way of contributing bright, readable, articles. As an inducement to you I make this unusual offer, as follows:- Each month I will give two prizes for the two best articles on any stamp subject. Such article to contain not more than 500 words and to be written on one side of the paper only, typewritten if possible, although this is not necessary. I guarantee that the prizes I give will consist of some of my duplicates and to be good stamps cataloging from 4c each and upwards. First prize will be $2.00 value, and Second prize $1.50 value. Here is your chance to earn some good stamps for yourself and also help me to make my magazine a success.

Query—Are you an artist, or inclined that way? Here's your opportunity. I want a sketch of a suitable cover design. The reading matter to be the same as shown on this cover, but, of course, re-arranged. It is not necessary to give me a finished drawing merely a sketch will do. I offer you either a cash prize of $3.00

one set of high class stamps, value $5.00. Now then, if you can do anything in this line, now's your time.

There are, doubtless, many conditions and happenings in stamp circles which are wrong and should be rectified. Now, this little production is gotten out by me, all by my lonesome; no one else has any say in its running so that I can do just what I "dang well please." This means it will be candid, independent and fearless. If you have any kick let me hear from you. I want you to make these pages the "Collector's Forum." Also if you have any person to "boost" let me know about it. This is a Philatelic Free Lance and stands for the "Naked Sword of Truth."

Remember our Advertising Department. I think it one of the most important parts of this magazine. Read my guarantee; send in your order to the firms advertising, but remember to say "I saw your Ad. in the International Collector." You'll receive better treatment and your kindness will be appreciated.

I am mailing a "Proclamation" to you. Note the last paragraph, "It's up to you to boost."

As this issue will go to many hundreds of persons who are not regular subscribers I will make a special offer to you. If you will send me 50c in any convenient form, I will send you the magazine until January 1914. Think of it! fifteen issues for only 50c. At least 428 pages, guaranteed, probably much more. Nine pages for one cent. You couldn't get anything much cheaper could you? But remember *Do it now.*

A WEST INDIES DOMINION

The next dominion that is likely to come into existence in the course of the British Empire's integration is one formed of the cluster of colonies in and about the Caribbean Sea. The British West Indies and the two mainland countries, British Honduras and British Guiana, will probably in the not distant future come together in a scheme of government like that of Canada, or possibly like that of the South African Union. The fact that most of the members of this group of colonies found themselves able to take concerted action in so far as to negotiate a preferential trade agreement with Canada last March—an agreement since accepted by their several Legislatures and approved by the British Government—is of good omen for their eventful organization to co-operate in matters of common concern.

That Ottawa conference will doubtless be looked back upon as marking the beginning of a new era of commercial development and prosperity for the colonies that are parties to it, and it may likewise prove the initial impulse to new forces of union among them. All that remains for bringing the preferential agreement into effect is the acceptance of it by the Parliament of Canada, and that will be forthcoming in the session which is to open next month. The Canadian benefits of the agreement will be gratuitously extended for three years to those colonies of the British West India group that have not yet joined in it. There is reason to expect that after Jamaica has enjoyed its advantages for three years and the benefits of the new steamship line that is to bring that island into direct connection with Canada she will become a party to the agreement. Tenders for the steamship services in question were recently called for by the Dominion Government, and the time for receiving them has been extended from the first of the present month to the 15th of Dec. The new lines are to run be-

tween Canada, the British West Indies and British Guiana, and between Canada and Jamaica. On the subject of federation of the colonies the Colonial Secretary was questioned upwards of a fortnight ago in the House of Commons. He replied that no definite proposals therefore had come before him, but he assured the House that, should a scheme be brought forward with the approval of the colonies, it would receive the Govment's most favorable consideration.

The large number of the colonies and the comparative smallness of their individual establishments make it most desirable that they unite in a political combination. The merging of their interests would greatly conduce to to economy and efficiency in their public services, and would enormously promote their material developement. The first step may be one that would seem to be suggested by their negotiations with Canada, that is, the adoption of a common tariff. At present the colonies have diverse tariffs. In order that they may fare as nearly as possible equally in the results of the agreement with Canada, they might find it to their advantage to have a common tariff standard. That agreed upon, they would be well started on the road to confederation.

One great benefit would certainly be the doing away with all local stamp issues. The substituting of one general issue for the multitude of stamps put out by these little Colonies would be of unquestioned value. Think of it! No Cayman scandals; no Jamaican "Serviets"; no Barbados "Charities"; no Honduran surcharges: no St. Kitts "Impossibles"; such as Columbus with a telescope; no St. Lucian "Splits"; no Leeward "Sexags": No—but I most stop although I could go on.

The small issues are no doubt intercsting to monied collectors but from the viewpoint of the average philatelist, the stamps of Canada are more likely to "come his way" than British Columbias or Nova Scotias, and when the United South Africans and the Commonwealth of Australia stamps are issued what rejoicings there will be, that in this day of new issue floods, something is being done to make it more possible to gather a representative collection.

May the West Indies Dominion soon arrive.

YE LETTER BAG

Kansas City, Oct. 12th, 1912

The Editor the Inter. Collector.

Dear Sir. Why is it that reputable dealers hand out such punk stuff to many collectors? I refer to the packets of stamps which are advertised by different firms in nearly all of the stamp papers. They state they are all different, etc. Perhaps, if you count shades, watermarks and other minor differences.

I have been "stung" myself in this way and cannot obtain satisfaction in buying packets at all.

Another kick I have is about the putting out fiscally used stamps such as Rhodesia, etc. on approvals to younger collectors. Being a beginner, myself, I speak feelingly and can say to any dealers that they surely lose future trade for the sake of bigger profits now.

Yours very truly,

JOHN HILLWEL.

One way to measure the value of your collection is by the way, a certain type of small-minded collectors decry its worth.

The collector who starts out to make a business of "doing" his fellow-hobbyists, generally comes back with a select lot of fake stamps he received himself.

The stamp dealer who sits down and waits for business to come to him will find himself among the left-over baggage, when the express train to Success pulls out.

YE KICKER'S KOLUMN

Don't always feed the unfortunate stamp buyer sympathy. He generally needs help. So show him the best way to learn what to buy.

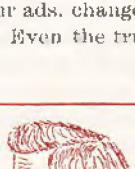
The idle collector is not resting—he's rusting. So stick to it.

Talking loud about the "rare stamps I left at home, you know," will give a man notoriety, but it's "making good" when it comes to an exhibit in his local stamp club that gives him good standing amongst collectors.

If a collector is wise he will not put his money into 80 per cent. discount rubbish. He will invest in reliable stamps at a fair price.

If you want collectors to read your ads. change them as the editor does his news items. Even the truth can be told in more ways than one

YE PESSIMIST'S PAGE



Probably one of the hardest things to do in the world is to convince a certain class of writer to the stamp magazines, that there are a few things he doesn't know, even yet.

It seems to me the less some folks know about stamps the more willing they are to write articles for magazines.

YE PAPERS RE-PRINTED

GARIBALDI

FROM THE COLLECTOR'S JOURNAL

On April 15th, 1912, two stamps of the value 5 cent. and ten cents were issued for use Sicily. They were to commemorate the fiftieth anniversary of the freedom of the island from the rule of King Bomba.

These stamps bore the likeness of Garibaldi, the Italian patriot, of whom a sketch is given below.

Guiseppe Garibaldi, celebrated as the liberator of his country, and as one of the greatest contributors to the establishment of the Italian Kingdom, was born at Nice 1807. His father was a poor fisherman so he received very little education. For a number of years he was a sailor on various trading vessels.

In 1834 he became a member of the "Young Italy" party, and being condemned to death for his share in the schemes of Mazzini, he fled to Marseilles, took service in the fleet of the Bey of Tunis, and finally went to South America. In the service of the Republic of Rio Grande against Brazil he became known as a brilliant leader and with his famous Italian legion he subsequently gave the Monte Videans such effective aid against Buenos Ayres as to earn the title of "hero of Monte Video."

In 1848 Garibaldi returned to Italy, raised a band of volunteers, and harassed the Austrians, who made war upon Sardina, until the cessation of hostilities, and the re-establishment of Austrian supremacy in Lombardy. He then retired to Switzerland, but in the spring of 1849 he proceeded to Rome to support Mazzini's republic.

He was appointed commander, but the odds were overwhelming and after a desperate defence of thirty days Garibaldi escaped from Rome with 4,000 of his followers. He then purchased a part of the small island of Caprera, near Sardinia, and made this his home the the rest of his life. Afterwards subscriptions given by his admirers enabled him to become owner of the whole island.

In the war of 1859, in which Sardinia recovered Lombardy, Garibaldi and his Chassuers of the Alps did splendid service: and on the revolt of the Sicilians in 1860, he crossed to the island and wrested it from the King of Naples. He then re-crossed to the mainland and occupied Naples, where he was proclaimed Dictator of the Two Sicilies. It was now feared that Garibaldi might prove untrue to his motto—Italy and Victor Emmanuel—but he readily acquiesced in the annexation of the Two Sicilies to Italy and, declining all honors, retired to his Island farm.

In 1864 he visited England where he received an enthusiastic welcome.

In 1866 he commanded a volunteer force against the Austrians in the Italian Tyrol, but he failed to accomplish anything of consequence.

Next year he attempted the liberation of Rome, but near Mentana he was defeated by the French and Pontifical troops. He was imprisoned by the Italian Government, but soon afterwards was pardoned and released

In 1870 he gave his services to the French Republic against the Germans, and with his 20,000 men rendered valuable assistance. At the end of the war he was elected a member of the French Assembly but speedily resigned his seat and returned to Caprera.

Rome now had become the capital of United Italy and here in January 1875 Garibaldi took his seat in the Italian Parliament.

An honest exchange with your foreign correspondent will win you more high-grade stamps than the best of references.

Buried seeds will grow—but a buried collection stagnates. Get it out and hustle around for someone to "swap" with.

Find the best specimens for your collection that you can and then keep your eyes open for a copy even better.

Look into yourself for the reason of your unsatisfactory collection. No one is responsible for the state of your stamps but yourself.

A good memory is one that enable us to forget the unpleasant results of exchanging with one of the "piker" breed. Don't forget the lesson you learned, though.

A wise man who made a little improvement in his stamp collection each week, found at the end of the year a revolution in his album.

Tell your story about your goods so enticingly that the other fellow will want them.

This, in a nut-shell, is about all there is to advertising.

The collector who has learned how little he really knows about stamps, has struck bed-rock on which to erect the structure of real philatelic wisdom.

WHY CAN'T WE HAVE THIS?

The United States will have something in the way of a real parcel post service on January 1. It will carry live fowl, eggs and other farm products. The rates are comparatively low, altho open to criticism, because graded by distance instead of being based upon the flat rate principal. The weight limit of eleven pounds is a low one and should be increased tenfold. Still, with all these drawbacks, there will be a parcel post. Had we even so moderate a measure of relief in Canada, a four pound package could be sent from Toronto to Hamilton for fourteen cents, as against our present rate of sixty-four cents.

We have no doubt Postmaster General Pelletier, who has displayed real courage and ability in dealing with the cable rates and cable situation generally, will soon turn his attention to the parcel post, which, after all, comes closer home to most of us. We should profit by the experience of our neighbors, but we should not lag behind them. If the United States has some beginning of a parcel post service in January, let us have something as good in Canada by the following April.

But we have we have one great advantage of which the postmaster-general should not fail to avail himself promptly. We are able to draw upon the long experience and expert knowlege of the British post-office department. With such assistance the Dominion Government should be able to organize a much better plan than the one embodied in the Bourne Bill, and one which will ensure good service and cheap service to the people.

And good service and cheap service to the people means a big revenue and a big surplus for the post-office department.

Of one thing we are certain, that the sale of albums and supplies for the stamp trade would be greatly increased if we had cheaper mailing rates. The Express Companies charge such exhorbitant prices that anything weighty becomes expensive before the owner has it. The proposed penny postage between Canada and France and Germany will certainly help, too.

YE QUESTION BOX

Haven't had any questions lately, so am going to ask you some. Use your brain-box, also your memory, and see how many correct answers you can send in. Here's good news for you. For each correct answer your sub. will be extended one month. Pretty good offer, eh? If not a subscriber, send in the price with your answer. Do it now.

Yours joyously,

"Jinks."

Name the countries on which is shown the following animals: Antelope, Zebu, Aurochs, Ant Eater, Two humped Camel, Elephant and Baby, White Elephant, Ourang Outrang, Beaver, Bear.

A PREDICTION.

TAKE WARNING!

I bet a leg,
If Winnipeg you trust,
I say, with lust,
I know 'tis just,
You'll bust.

VANISH WINNIPEG.

O. H.

SOMETHING NEW

An interesting attempt is being made by the British postal authorities to avoid the waste of time incured in stamping letters. A simple snail machine was set up in the London General Post Office wherein, instead of a penny being inserted in a slot for a postage stamp, the letter and a penny are both posted at the same time. The letter is then franked with a post mark, the familiar postage stamp being dispensed with. Although this idea is somewhat new to Britain, it has been in service in New Zealand for some time!

One advertiser writes me—"Four answers to my Ads. in your Exchange column came in to-day's mail —one from a "girl" in the "wild and woolly west." Try an Ad. yourself. It's cheap and good.

THE PUBLISHER of this Magazine wishes to exchange stamps with all countries either common or rare. Register all valuable letters. Unquestioned References if desired.

THIS MEANS YOU, when answering any advertisement in this magazine kindly state "I saw your Ad. in the International Collector." This will help yourself, the advertiser and the Publisher, thank you!

NOTICE TO FOREIGN SUBSCRIBERS and readers in Foreign Countries are specially requested to make all remittances to our advertisers by Post Office Order. This is the simplest and easiest method both for the sender and receiver. Also you are asked to send any orders just as soon as possible after seeing the advertisement, so as to run less chance of the particular article you want being sold out.

HINTS FOR THE YOUNG COLLECTOR

THE A. B. C. OF STAMP COLLECTING

Stamp-collecting, unlike most other hobbies, is one which can be started without an outlay of money. Moreover, it is the one hobby, above all others, which from the commencement yields a profit to him who takes it up.

Without dwelling on the many other advantages which the stamp-collector gains, such as a sound knowledge of geography, and so on, we may, without being mercenary, look on the making of a stamp-collection as a money-making pastime. If this is to be so, however, we must keep in mind certain rules and principles that which we must never forget.

The first of these will come home to us when we are starting the collection. How is this to be done you ask, without spending money?

First of all, tell your father of your projected hobby, and get him to look over his old correspondence. He will possibly have no objection to giving you all the envelopes, and careful examination of these will probably show you many kinds of stamps not now in issue.

The chances are that you won't find many foreign ones among them; they are almost sure to be nearly all American. Still, this doesn't matter, because among the specimens there may be not only some of considerable value, but many of the same kind.

Now, when you have more than one of the same kind of stamp, the extra specimens are called "duplicates." I mention this fact here because it is on the sale and exchange of "duplicates" that the art of forming a good collection chiefly rests.

But before you sell or barter your duplicates, or can even start your collection, you will have to remove the specimens from the envelopes.

It is in doing this that many young collectors make their first great mistake—a mistake which they afterward regret.

Adopt the following simple expedient: "Get a flat vessel or dish and half fill with lukewarm water. Having carefully torn away the corner of the envelope on which the stamp is stuck, taking care not to damage the edges or perforations, place specimens face upward on the surface of the water. Do not allow the water to touch the face of the stamp, as you may, in some cases, cause the color to run.

After about a quarter of an hour, take out each stamp, and, using a clean-bladed pen knife, gently insert the blade under the corner of the stamp. A gentle pull, and the stamp will come off the paper undamaged.

Now lay your damp specimens between two sheets of clean, dry blotting paper. Press them firmly, taking care they do not stick to the pad. When dry they are ready for mounting in the album.

A mistake very frequently made by the novice is to stick his into the album with gum. The consequence is that, not only is the specimen ruined, but all chances of removing it to another book are gone.

To overcome this drawback, the stamp-mount, or hinge, has been invented. It consists of a narrow strip of thin, but very strong, gummed paper.

To make them ready for use, simply double them in two, the gummed side outward.

Attach one of the hinges to the back of the stamp near the top.

The stamp is now ready to be stuck in the album. Boxes of these stamp-mounts can be obtained for 10c up to 25c a thousand from almost any stamp-dealer.

DEPARTMENT
OF
ADVERTISING

an interesting variety of offers made by a large number of firms for your pleasure and profit.

MY GUARANTEE
IS
YOUR PROTECTION

No advertisement is allowed in our columns until we are satisfied that the advertiser is absolutely reliable and that any subscriber can safely do business with him. If any subscriber is defrauded I will make good the loss resulting therefrom, if the event takes place within 30 days of date advertisment appeared, and complaint be made to me in writing with proofs, not later than ten days after its occurring, and provided, also the subscriber in writing to the advertiser, stated that his advertisement was seen in "The International Collector" Be careful when writing to an advertiser to say that you saw the advertisement in "The International Collector."

STAMPS YOU NEED
AT
PRICES YOU LIKE

EXCHANGE
WANTS AND OFFERS

Exchange and Trade Notices, Wants, For Sale, Etc., inserted under this heading for ONE CENT a word. Cash in advance. Special Offer:—650 words for $5.00. Used any time.

WANTED—Norway No. 1. Blocks, Pairs, Strips, Singles and covers, used; for cash or exchange. Reference Publisher. Otto Haker, 662 College St. Toronto, Canada.

Do you expect to attend the Panama-Pacific Exposition in 1915, at San Francisco? Organizers wanted in every city and town, for the California Travel Club. Two cent stamp for information, to CALIFORNIA TRAVEL CLUB, 1547 Devisadero St., San Francisco, Cal.

WANTED—Ladies and Gentlemen to mail circulars for large manufacturer and publisher. Would you accept $22.00 weekly? Also desire to hear from agents in foreign countries. Enclose stamp for contract. W. F. Burnett, Raton, New Mexico, U. S. A.

JOIN Columbia Post Card Exchange, get cards from everywhere. Membership 10c. The Columbia Official Organ circulates in 50 Countries. Columbia Post Card Exchange. Greenburg, Ind., U. S. A.

STEREOPTICON which throws 10x12 foot picture. 52 views, all new. Cost $45.00. Will sell for $22.00. M. H. James, Florence, Arkansas, U. S. A.

CALIFORNIA colored scenic post cards 1 cent each in lots of 10 or more. E. G. Greenough, Venice, Calif. U. S. A.

BIG THINGS LITTLE MONEY

Stamps

50 European, all diff. 19th Century	.06
100 " " " " "	.12
50 Asiatic " " " "	.20
100 " " " " "	.50
50 Africa " " " "	.28
100 South and Central Am. all diff.	1.00
50 Stamps from 50 Countries	.12
50 U. S. Cut Envelopes from 1853–also war	.25
6 U. S. Envelopes, Wells Fargo Franks	.30
1000 Mixed Foreign	.20
25 Mexican Revenues all diff.	.10
100 " " " "	1.00
100 Foreign Revenues	.20
5 Union Envelopes, War Rebellion	.30
75 U. S. Revenues	1.00
$10 Book U. S. Revenue stamps defective	1.00
$5 Book U. S. Revenue stamps defective	.40
$10 Book State Revenue stamps defective	1.00

(Many in above 3 lots are fair condition)

200 Var. British Colonies only	1.00

W. F. GREANY

890 Guerrero St., San Francisco, Cal.

BIG THINGS
LITTLE MONEY

Tax Paids

General line of

MATCH	SNUFF
MEDICINE	TOBACCO
BEER	CIGAR and C.

COTTON TAX

Correspondence solicited with collectors of this line.

Paper Money

5 old $1.00 bills all diff.	.25
5 old $10. bills " "	.50
5 old $20. bills " "	.75
5 $100. bills " "	1.00

Confederate Paper Money

Want correspondents who are interested in collecting by serial letter, etc.

Approval Books

Sent on application with reference. A GREAT MANY STAMPS are 10 to 25 per cent. under special New York prices.

Stamps Taken. Exchanges Made

General Line 20,000 Varieties.

W. F. GREANY

890 Guerrero St., San Francisco, Cal.

A Pearl Mounted Fountain Pen

No need to tell you of the great value of a Fountain Pen. Everybody in every walk of life needs one. But the price is generally high for a really good one. However, through a fortunate purchase we can offer a very limited number of thoroughly reliable pens.

ARTISTIC PEARL-MOUNTED

14 karat Nibs, complete with Filler and Safety Pocket Clip, all neatly packed in a special box. **PRICE ONLY $1.00**

Sterling Supply Co., Toronto, Can.

FILATELIA

PUERTO PLATA

REPUBLICA DOMINICANA

The review of most circulation in the country, solicits exchange and correspondence of philatelical periodicals and newspapers of the entire world.

Annual subscription $1.00 payment in advance.

Any newspaper reproducing this advertisement in a quarter page space, shall have right to one of equal size in this review upon the receival of copy containing advertisement.

The New Yorker

Aims to be, and is, one of the most interesting philatelic magazines in America.

Many features, up to date stamp news, New Issue Chronicle, Latest Foreign Stamp news.

Outlaws Among Stamps is the title of our leading serial by Rev. L. G. Dorpat. Illustrated.

The Advertising section is crowded with the announcements of the leading Dealers. Sample copy on request.

The New Yorker, Westfield, N. J.

5c a copy **35c a year**

Copy of a letter we recently sent out to some of our customers. Read it! Notice the last paragraph—Study it out. Then send us your request for a trial lot. Reference, please.

STERLING SUPPLY CO.

Postage Stamps for Collectors

Toronto, Canada, Aug. 15, 1912.

Dear Sir,—In your last letter to us, you stated that you did not require any further selections of stamps at that time.

However, as perhaps now you are in a position to add to your collection, we are dropping you a line or two, to see if we can be of any assistance to you. The Fall season is now at hand, and Philatelists are resurrecting their albums again and getting down to business.

We have been purchasing somewhat extensively during the summer, and are even in a better position than we were last season to co-operate with you in this matter.

Our wish is to enable you to obtain desirable stamps at prices which are mutually attractive and beneficial. We might say that while we do not offer you big bargains in high value Central and South Americans or in fiscally used Colonials, yet we can offer you really fine stamps at from 30 per cent. to 65 per cent. discount.

The majority of the stamps we sell are the class that increases in value year by year. In fact, we feel so secure regarding the kind of stamps which you purchased from us a short time ago that we suggest that you compare, as far as possible, their valuation in Scott's 1911 and 1912 catalogues. We feel pretty well assured that the great majority of those we sold you have risen in value.

Assuring you of our best service in all Philatelic matters, we remain,

Yours truly,

STERLING SUPPLY CO.

STAMPS, 105 *China, Egypt, &c., Stamp Dictionary. List of* **3000** *Bargains and Coupons, 2c. Large Album to hold* **1200** *stamps,* **10c.** *Better ones,* **18c, 30c, 90c.** *Illust. Catalog pricing the stamps of all nations,* **12c.** *Wholesale, retail. Agts. wntd., 50 p. c. Direct importers; album manufacturers. BARGAINS*

A. BULLARD & CO., STA. A, *Dep. D* **BOSTON**

FOREIGN REVENUES, MY LINE

Ask for my Bulletin No. 8. 100 different Foreign Revenues 22c. Also give Postage Stamps in exchange for them.

Oscar T. Hartman, 1534 26th Ave, Denver, Col, U.S.A.

A Confidential Chat

Have you ever bought Packets?
Yes, you say?
How did you like the last one you got?
Pretty fair, was it?
Any damaged stamps in it?
Just two or three perhaps,
Quite so,
Were any faded or heavily marked?
Maybe a few, yes?
How many slightly skinned or clipped?
Wouldn't like to say?
Suppose not.
You weren't exactly "highly" satisfied with it then?
Well, no.
Just a little "strong" there?
Exactly, yes.
How'd you like to buy a Packet in which every stamp is in good shape?
Just jump at it, you say?
Well then, as the bootblack said on a cloudy day,
"Here's where we shine."
We offer you below some Packets which we absolutely guarantee.
The very latest thing is *Stampdom.*
Don't take our word for it either.
Just send us your order.

If dissatisfied, return the stamps.
Will refund your money.
And pay your postage expenses.
Sounds "on the level" doesn't it?
Each Packet contains 20 to 50 stamps.
Packet No.
1—Argentine, Austria, Trinidad.
2—Barbadoes, Cuba, Persia.
3—Bulgaria, Bosnia, Br. Guiana.
4—Brazil, Bolivia, Br. No. Borneo.
5—Canada only
6—Cape of Good Hope, Ceylon, Col. Exp.
7—Chile, China, Cyprus.
8—Crete, Peru, Costa Rica.
9—Paraguay, Venezuela, Egypt.
10—Dutch Indies, Ecuador, Fiji.
11—Nicaragua, Guatemala.
12—French colonies only
13—Gibraltar, Greece, Servia.
14—Newfoundland, Salvador.
15—Hong Kong, Hayti, Semich.
16—Portuguese colonies.
17—Honduras, Hawaii, Luxemburg.
18—Jamaica, Tunis, Uruguay.
19—Transvaal, Iceland, Philippines.
20—Mauritius, Malay, Mexico.

Price 15 cents each. 5 Packets for 50 cents.

WANT A BARGAIN? HERE'S THE REAL THING

An exceptional offering of popular stamps. Fine French, British and Portugese colonial surcharges, provisionals and and other good things. We give you an ironclad guarantee of satisfaction. Your order can prove it. Each one a snap.

25	different 19th century only	$	05	200 different stamps	$ 15
50	" " " "		12	500 " "	50
75	" " " "		30	1000 " "	2 25
100	" " " "		50	50 King's Head	75
200	" " " "	2	25	75 "	1 50
				100 "	2 00

60 SETS

10 diff. Argentine Rep., 6 diff. British Guiana, 6 diff. Bosnia, 25 diff. Australia, 25 diff. Asia, 15 diff. Africa, 100 diff. Europe, 50 diff. North America, 10 diff. Central America, 15 South America, 100 19th century, 15 diff. Canada, 25 diff. France, 18 diff. Germany, 12 diff. Mexico.

100 SETS

40 diff. Asia, 24 diff. Africa, 150 diff. Europe, 75 diff. North America, 18 diff. Central America, 25 diff. South America, 15 diff. Bulgaria, 10 diff. Argentine Rep., 25 diff. Canada, 150 19th century, 35 diff. 20th century, 20 diff. W. Indies, 16 diff. E. Indies, 30 diff. Oriental.

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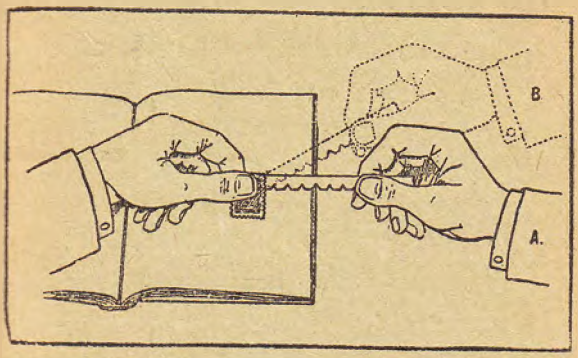

DIRECTIONS

Take some of the strips and fold them gummed side outwards (it will be found easier to fold about ten at a time). Now take one, moisten the end mount with the lips, hold it down to the position the stamp is required to occupy, place the stamp over it, pressing firmly with the thumb of the left hand. (Fig A). Now move the right hand upwards with a **Steady** tearing movement. (Fig. B). Do not give a sudden jerk, the mount will break off quite easily, leaving the stamp firmly fixed.

With a little practice, **20 Stamps per minute** can be neatly hinged, or **three times as quick** as by the old method.

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